

SUMMARY OF SPACE HEAT REVENUE ADJUSTMENTS
UNDER DIFFERENT ASSUMPTIONS

	Space Heat Revenue Delta			
	Residential	Commercial	Total	
BHE's Assumptions	\$404,668	\$174,195	\$578,864	
Just used retail not 9c	\$679,923	\$174,195	\$854,119	Diff. to BHE \$275,255
Just used 4% decline (thru 2000)	\$554,231	\$272,300	\$826,531	\$247,667
Method Recom. in Bench Analysis				
Used retail & 4% decline thru 10/1/98	\$964,110	\$298,520	\$1,262,630	\$683,766
Method Adopted				
Used retail & 4% decline thru 2000	\$829,486	\$272,300	\$1,101,785	\$522,921

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				Residential			
				Heat			
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>Took at 9c rate</u>	<u>Assumed</u>	<u>Never on 9c rate</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	10.00%	6,566,397
1995				4.00%	13,374,857	10.00%	5,909,758
1996				4.00%	12,839,863	9.00%	5,377,879
1997				4.00%	12,326,269	8.00%	4,947,649
1998				4.00%	11,833,218	10.00%	4,452,884
1999				4.00%	11,359,889	9.00%	4,052,125
2000				4.00%	10,905,493	8.00%	3,727,955
2000 Revenue @ Retail Rate =				\$0.08524	\$929,584	\$0.08524	\$317,771
							\$1,247,355
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$679,923

				Commercial			
				Heat			
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>New</u>	<u>Assumed</u>	<u>Heat</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>Installations</u>	<u>Decline</u>	<u>(kWh)</u>
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				12.00%		12.00%	2,447,665
1996				12.00%	1,699,470	12.00%	2,153,945
1997				12.00%	1,495,534	12.00%	1,895,471
1998				12.00%	1,316,070	12.00%	1,668,015
1999				12.00%	1,158,141	12.00%	1,467,853
2000				12.00%	1,019,164	12.00%	1,291,711
2000 Revenue @ Retail Rate =				\$0.07710	\$78,578	\$0.07385	\$95,393
							\$173,970
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$174,195

TOTAL REVENUE DELTA **\$854,119**

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				Residential			
			Heat				
	Total	Non-Heat	Heat	Assumed	Took at 9c rate	Assumed	Never on 9c rate
	(kWh)	(kWh)	(kWh)	Decline	(kWh)	Decline	(kWh)
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				4.00%	11,833,218	4.00%	5,948,957
1999				4.00%	11,359,889	4.00%	5,710,998
2000				4.00%	10,905,493	4.00%	5,482,559
2000 Revenue @ Retail Rate =				\$0.06000	\$654,330	\$0.08524	\$467,333
							\$1,121,663
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$554,231

				Commercial			
			Heat				
	Total	Non-Heat	Heat	Assumed	New	Assumed	Heat
	(kWh)	(kWh)	(kWh)	Decline	Installations	Decline	(kWh)
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				4.00%	1,566,232	4.00%	2,362,404
1999				4.00%	1,503,582	4.00%	2,267,908
2000				4.00%	1,443,439	4.00%	2,177,191
2000 Revenue @ Retail Rate =				\$0.07710	\$111,289	\$0.07385	\$160,786
							\$272,075
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$272,300

TOTAL REVENUE DELTA **\$826,531**

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UNDER DIFFERENT ASSUMPTIONS

				Residential			
			Heat				
	Total	Non-Heat	Heat	Assumed	Took at 9c rate	Assumed	Never on 9c rate
	(kWh)	(kWh)	(kWh)	Decline	(kWh)	Decline	(kWh)
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				4.00%	11,833,218	4.00%	5,948,957
1999				4.00%	11,359,889	4.00%	5,710,998
2000				4.00%	10,905,493	4.00%	5,482,559
2000 Revenue @ Retail Rate =				\$0.08524	\$929,584	\$0.08524	\$467,333
							\$1,396,918
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$829,486

				Commercial			
			Heat				
	Total	Non-Heat	Heat	Assumed	New	Assumed	Heat
	(kWh)	(kWh)	(kWh)	Decline	Installations	Decline	(kWh)
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				4.00%	1,566,232	4.00%	2,362,404
1999				4.00%	1,503,582	4.00%	2,267,908
2000				4.00%	1,443,439	4.00%	2,177,191
2000 Revenue @ Retail Rate =				\$0.07710	\$111,289	\$0.07385	\$160,786
							\$272,075
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$272,300

TOTAL REVENUE DELTA **\$1,101,785**

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UNDER DIFFERENT ASSUMPTIONS

				Residential			
			Heat				
	Total	Non-Heat	Heat	Assumed	Took at 9c rate	Assumed	Never on 9c rate
	(kWh)	(kWh)	(kWh)	Decline	(kWh)	Decline	(kWh)
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				3.00%	11,956,480	3.00%	6,010,925
1999				0.00%	11,956,480	0.00%	6,010,925
2000				0.00%	11,956,480	0.00%	6,010,925
2000 Revenue @ Retail Rate =				\$0.08524	\$1,019,170	\$0.08524	\$512,371
							\$1,531,542
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$964,110

				Commercial			
			Heat				
	Total	Non-Heat	Heat	Assumed	New	Assumed	Heat
	(kWh)	(kWh)	(kWh)	Decline	Installations	Decline	(kWh)
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				3.00%	1,582,546	3.00%	2,387,012
1999				0.00%	1,582,546	0.00%	2,387,012
2000				0.00%	1,582,546	0.00%	2,387,012
2000 Revenue @ Retail Rate =				\$0.07710	\$122,014	\$0.07385	\$176,281
							\$298,295
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$298,520

TOTAL REVENUE DELTA **\$1,262,630**